From: Robert Lawrence Kuhn <rlkuhn@me.com>
To: Ehud Barak <ehbarak1@gmail.com>
CC: Benad Goldwasser <benadgold@gmail.com>
Date: Tue, 10/13/2015 5:32:53 AM
Subject: Re: Kuhn

Hi Ehud:
Much appreciate and well said - a good principle with which to view the world (and ourselves)
I try not to worry what Beijing or Washington might think about what I write (often non-overlapping Venn Diagrams!) I try to write what I really think.
All best,
Robert

> On Oct 12, 2015, at 8:47 PM, ehbarak <ehbarak1@gmail.com> wrote:
>
> Hi Robert
> Very good piece. I fully agree with your basic line.
> We all suffer from latent arrogance
> Which is out of tune with realities.
> Best
> Ehud Barak
>
> Sent from my iPhone
>
> On 11 Oct 2015, at 01:30, Robert Lawrence Kuhn <rlkuhn@me.com> wrote:
>
> > Benad:
> >
> > As I will be in China for 5 weeks beginning next weekend, I thought I'd check in and see current status. I'll be in Shanghai in mid November.
> >
> > The increased turmoil Israel faces, in the Middle East in general and the renewed terror attacks in Israel in particular, makes many of us appreciate more overtly the difficulties that Israel faces and the sacrifices that Israelis make.
> >
> > Separately, attached is my latest essay in the South China Morning Post reflecting on Xi's trip.
> >
> > Best regards,
> >
> > Robert
> >
> > <Kuhn - How US critics misread China - SCMP Newspaper - 10.3.15.pdf>
> >
> > On Sep 3, 2015, at 10:41 AM, Benad Goldwasser <benadgold@gmail.com> wrote:
> >
> > Dear Robert
> >
> > Thank you for your letter and advice. I will follow it carefully. I will write to you after the meeting in Shanghai unless I encounter a "deal breaker" situation (which I hope will not occur) in which case I will try to seek your advice in real time.
> >
> > Best
> >
> > Benad
> > On Sep 3, 2015, at 3:07 PM, Robert Lawrence Kuhn wrote:
> >
> > > Dear Benad:
> > >
> > > I appreciate the update and also sorry to miss. I just attended today's massive military parade (leadership invite, not my request….) and depart tomorrow (after a month).
> > >
> > > I do indeed look forward to working with Ehud and you on this meaningful (and exciting) venture. My sense, at this point, is that you should go through the MOU process without mentioning my name, and that once the MOU is signed and the definitive agreement is in preparation, I can surface naturally as part of your team, as you say, to oversee operations in China representing the Israeli side.
> > >
> > > The reason is that we are still not sure how the negotiations will go, as per my detailed analysis of their response that I sent you - I have some concerns and should negotiations not be initially to your satisfaction, I wouldn't want to give SAIL the impression that my involvement was in any way adversely affecting the deal. In that way, if needed, I can be a 'neutral re-entry' to facilitate the deal.

It will be quite natural that I join in the implementation, as I am in China much of the time, very well known in China, experienced in business/finance (and have a PhD in neuroscience). As you know, I have several times mentioned to Dr. Jiang MH my awareness of the potential relationship and my recommendation of its efficacy (though I've kept my comments general).

As you can, I'd appreciate a brief update.

All best for the trip and tour!

Robert

> On Sep 3, 2015, at 5:14 PM, Benad Goldwasser <benadgold@gmail.com> wrote:
>
> Dear Robert
>
> I am sorry that we will miss you in China during our visit next week. I will have two days with the people from SAIL and with Dr. Qu who they appointed as the person to lead the joint venture from their side.
> As you may read bellow they are interested to try and close the MOU and have it signed by us during this upcoming visit to Shanghai.
>
> As the issue of who is involved on our side will surly rise if not with the MOU then with the definitive agreement on which we will start working immediately following the MOU, I would like to ask you as to your involvement with us and your willingness for them to know of it. At the time we discussed the possibility that you will support us mainly by overseeing the joint venture companies that will be established in China using the "copy-paste" model I presented to you. Would it be OK for me to mention this during my talks with them?
>
> I will be looking to hear from you at your earliest convenience as I will leave Israel on Saturday night.
>
> Best Regards,
>
> Benad
>
> Begin forwarded message:
>
> **From:** <jiangyun@cn-sail.com>
> **Subject:** **: letter from Mr. CAI (SAIL), thank you!**
> **Date:** September 1, 2015 1:29:17 PM GMT+03:00
> **To:** "'Benad Goldwasser'" <benadgold@gmail.com>
> **Cc:** "'Xidong Sun'" <sxd@cn-sail.com>, "'Ehud Barak'" <ehbarak1@gmail.com>

Dear Prof. Goldwasser,

Thank you for the mail. I just would like to confirm the following details in this e-mail:

1. MOU Signature:
We sincerely hope that our upcoming discussion on the MOU terms will be productive, and we will reach the consensus for the co-operation. Then, we suggest that both parties will sign the MOU next week when you are at SAIL.
I would like to confirm that the above suggestion will be OK with you.

2. Pick-up Arrangement:
On the late night of Sept. 6th., I will come to the airport with the car to pick you up, and directly send you to the hotel. I suppose we will meet on about 00:30 of Sept. 7th..
On the morning of Sept., 7th., I will meet you in the lobby of the Pennisula Hotel at 9:50 am, then we will go to SAIL.
The car has been arranged.

3. Introduction of Israeli high-tech companies:
As we have mentioned, if it is possible, we also would like to take the chance of learning more about the Israeli high-tech companies. I suppose that you have chosen some companies or projects for recommendation.
Could you please kindly send me the names of the portfolio companies or the material related? I think that, on the meeting next week, it will be better for me to prepare for the translation or interpretation.

4. Dinner next week:
Please kindly reserve your time after the meetings on both Sept. 7th-8th, for the dinner with us. The details will be further arranged.

Looking forward to meeting you next week! Have a good trip.

With Best Regards,

Yun Jiang

: Benad Goldwasser [mailto:benadgold@gmail.com]
: 2015 8 24 22:44
:
: Xidong Sun; Ehud Barak
: Re: letter from Mr. CAI (SAIL), thank you!

Dear Dr. Jiang,

Thank you for your kind letter. Please notice that our flight into Shanghai is scheduled to arrive at 23:55 on Sept. 6.
We look forward to seeing you again and thank you in advance for your help and hospitality.

Best Regards,

Benad

On Aug 24, 2015, at 3:45 PM, wrote:

Dear Prof. Goldwasser,

Thank you very much for the mail! I am very sorry for the confusion caused by my mistake of the typo in the previous mail. Actually, I meant that, you will arrive in Shanghai on Sept. 6th (Sunday); We will have meetings and dinners on Sept. 7th (Monday) and 8th (Tuesday). Apology again.

Regarding the topics for the meeting on Sept. 7th-8th, my suggested agenda was just for your reference, in order to make better preparation for the meeting to be more productive.
We will carry on the meeting according to your comment, which is appreciated:
(1)Firstly, we will talk about the related affairs and the business models in our upcoming co-operation;
(2)then, we will have the discussion about the terms of MOU.
(3)The third part will be the communication about the follow-up activities/arrangements.

(4) Last but not the least, the introduction of the Israeli high-tech companies.

Other details will be further confirmed and arranged. We will give you update soon.

Many thanks again!

Yun Jiang

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:"Benad Goldwasser" <benadgold@gmail.com>
:2015-08-24 17:46:43 ( )
: " " <jiangyun@cn-sail.com>
: "Xidong Sun" <sxd@cn-sail.com>, "Ehud Barak" <ehbarak1@gmail.com>
: Re: letter from Mr. CAI (SAIL), thank you!

Dear Dr. Jiang,

Thank you very much for your kind letter and suggestions. I believe there may be some confusion on the dates and I apologize for it. We will be landing in Shanghai late in the evening of Sept. 6 (23:55) and our meetings, I believe are to be on Sept 7 and 8?

1. We gratefully accept your offer to arrange a car that will pick us at the airport on the night of Sept. 6 and that will pick me up from the hotel to SAIL on the morning of Sept. 7. I am attaching our flight itinerary to this letter.

2. It is our great honor to accept your offer for dinners. However we will arrive late in the evening of Sept. 6 and I believe it will be too late for dinner. I gratefully accept having dinner with you on Sept 7 and if you so wish on Sept 8.
Anat will have a driver and guide that we were able to arrange for Sept 7 and 8 and that will show her around the magnificent city of Shanghai.

3. Your suggested agenda is totally acceptable on my part. However as I have not met Dr Qu before and did not have the opportunity to discuss with him the different models and modes of operation, I would like to suggest to you that you consider changing the order of topics for discussion so that we may discuss the MOU after we discuss these other topics as they may reflect on the MOU.

4. With regards to the invitation letters for the October visit, I, or in my absence from Israel, Mr. Barak, will take care of that as soon as we receive the exact dates and the names of the members of the delegation.

We look forward to seeing you very soon.

Very best regards,

Benad

t : Shanghai Airlines : FM 856 - Sun 06 Sep 2015

Departure :	19:10 (06 Sep 2015)	**Arrival :**	23:55 (06 Sep 2015)
Bangkok, TH		Shanghai, CN	
Suvarnabhumi Intl		Pudong Intl	
		Terminal 1	Reservation Confirmed, Business (j) Duration: 03:45
Res status :	Confirmed	**Flight Class :**	Business (j)
Flight Duration :	03:45	**Flight Type :**	Non Stop
Flight Service :	Dinner	**Flight Operation :**	Shanghai Airlines, FM
Aircraft Type :	Boeing 737-800		

On Aug 24, 2015, at 5:21 AM, wrote:

Dear Prof. Goldwasser,

Thank you very much for the information.
Regarding your upcoming visit, we plan to make the following arrangements:

1. Car arrangement:
   We can arrange a car to pick you up from the airport on Sept. 6th, and also from the hotel to SAIL on Sept. 7th.
   Could you please tell us the flight No.? So we can meet you at the airport on Sept. 6th..
   And, we plan to meet you at 9:45 am on Sept. 7th. at the lobby of your hotel.

Please kindly confirm.

2. Dinners of Sept. 6th-7th:
We would like to host you and Ms. Anat for dinner on both Sept. 6th- 7th..
The details will be confirmed.
And, if I can make some prior arrangement for Ms. Anat during the daytime of Sept. 6th-7th. (while you are having meeting at SAIL), please let me know.

3. Topics at the meeting for Sept. 6th-7th:
We suppose the meeting will cover the topics as below. Looking forward to your comments.
(1) Discussion about the terms of MOU.
(2) Could you please kindly introduce us about your updates or progress of the project?
Or any plan, and following affairs;
(3) Schedule or plan of the following-up activities
(i.e., the preparation of the Agreement, etc..)
(4) if possible, please give us more introduction and examples of the Israeli high-tech companies.

4. Visit to Israel in October:
(1) Dr. Qu would like to visit Israel in the middle of October (i.e., in the range of October 10th. – October 25th..) The exact dates and members of the delegation will still need to be confirmed. We will make the confirmation soon.
(2) For the visa application, we may still need the invitation letters from Israeli partner.
For this upcoming visit, do we still need to bother Mr. Barak for the invitation letter?

Thank you!

Best Regards,

Yun Jiang

: Benad Goldwasser [mailto:benadgold@gmail.com]
: 2015 8 20 1:07
:
: 'Xidong Sun'
: Re: letter from Mr. CAI (SAIL), thank you!

Dear Dr. Jiang

Thank you for your consideration. I am looking forward to seeing you on Sept. 7 at 10:30 at SAIL's offices. Anat and I will arrive late on Sept. 6 and will be staying at the Penninsula Hotel in Shanghai. The rest of our travel itinerary is presently in the making and may change as we work on our travel plans.
On Sept. 9 to 13 we will visit Beijing and the surrounding area.
On Sept 13 to 20 we will be at Guilin-Kunming-Lijiang-Shangri-La
On Sept. 20 we will leave China to Cambodia via Bangkok.
On Sept 24 we will fly back to Israel.

I am glad to hear that you plan to visit us in Israel in October. Please let us know, at your earliest convenience, of the dates for your visit so that we may begin lining up meetings with new companies or companies with whom you have already met, should you decide you would like to meet with them again. Please let me know if you need any help with visas, accommodations or other travel arrangements.

As during the Holiday period beginning Sept 14 and ending Oct 5, the Israeli embassy may not be working regularly, I suggest that you consider taking care of Visa issues at your earliest convenience.

We are all looking forward to seeing you in Israel

Best Regards,

Benad

On Aug 17, 2015, at 6:07 PM, wrote:

Dear Prof. Goldwasser,

Thank you very much for the information, and sorry for the misunderstanding..

1. meeting place:
The meetings on Sept. 7th-8th will be held at SAIL
Add.: No. 19, Gaoyou Road, Xuhui District, Shanghai
(The place you visited with Mr. Barak in January)
we suppose the address can be your reference when booking the hotel.

2. Time of the meeting:
Since you will arrive late in the evening of Sept. 6th., I suggest the meeting will start at the late morning of Sept. 7th (i.e., 10:30 am), for you can get a good rest.

3. Our trip to Israel:
Our trip to Israel will take place after October 8th.. So, it will not have any overlap with the holidays in Israel.

Thank you! We will be very happy to assist in the arrangement or accomodation of your trip.

With Best Regards,
Yun Jiang

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:"Benad Goldwasser" <benadgold@gmail.com>
:2015-08-13 14:35:57 ( )
: " " <jiangyun@cn-sail.com>
: "'Xidong Sun'" <sxd@cn-sail.com>
: Re: letter from Mr. CAI (SAIL), thank you!

Dear Dr Jiang

Thank you for your concern and I am sorry for the confusion.

1. Ms. Anat Tamir is the woman I live with and you were guests in our home (like a wife though unmarried).

2. We plan after our meetings in Shanghai to visit different sites in China as regular tourists. We are working on the travel plans with an Israeli tour guide. Once our travel plans are finalized I will be glad to share the itinerary with you. We will be back in Israel by September 26.

3. In Israel the Holiday season ends on Oct. 5. I recommend that you plan visiting us after that date as many of the start ups will be closed and their managers away on holiday until that date.

I am looking forward to meeting with you and the team. As we will arrive in Shanghai on Sept. 6 late in the evening, please provide me with the address of the place you would like us to meet on Sept 7 in the morning and at what time.

Best Regards

Benad

On Aug 13, 2015, at 8:35 AM, wrote:

Dear Prof. Goldwasser

Thank you ! We may still need some of the following information:

1. Could you please kindly tell us the full name of Mr. Anat? I believe that I met him at the cocktail party, but maybe I do not have his name card…

2. We would like to know about your travel arrangement in China, if possible, especially when you will go back to Israel, for we are also making the schedule for our trip to Israel in October.

Surely, we plan to visit Israel, after you finish your trip and have a good rest in Israel.

Many thanks again! And if you need any assistance for your trip to China, please tell us.

Best Regards,

Yun Jiang

: Benad Goldwasser [mailto:benadgold@gmail.com]
: 2015 8 12 21:09
:
: 'Ehud Barak'; cxh@cn-sail.com; 'Xidong Sun'
: Re: letter from Mr. CAI (SAIL), thank you!

Dear Dr. Jiang

Thank you for your kind letter and offer for help. I will begin making arrangements for my trip to Shanghai. I will contact you as the details of my trip unfold. I believe that I will arrive on Sept. 6 at night and I look forward to our meetings on Sept. 7 and 8.
I will come to Shanghai with my partner, Anat, who you have met at our home by the beach and we plan to travel around China for a couple of weeks following our meetings in Shanghai.

I am looking forward to meeting you in Shanghai,

Best Regards,

Benad
On Aug 11, 2015, at 4:10 AM, wrote:

Dear Prof. Goldwasser,

Thank you very much!

We would like to invite you for the meeting in Shanghai on Sept. 7th and 8th.. We believe that we will have a productive meeting to promote our co-operation.

Regarding the related travel arrangements and other logistics, if there is anything we can do for you, please let us know.

We are all looking forward to meeting you again in Shanghai! Your efforts in our project are greatly appreciated.

Best Regards,

Yun Jiang

: Benad Goldwasser [mailto:benadgold@gmail.com]
: 2015 8 9 16:58
:
: 'Ehud Barak'; cxh@cn-sail.com; 'Xidong Sun'
: Re: letter from Mr. CAI (SAIL), thank you!

Dear Dr. Jiang

Thank you for your letter and for the detailed comments.

As you propose, I would be pleased to visit Shanghai and meet with Dr. Qu, as well as with the rest of the team. I would like to suggest that I will arrive for meetings in Shanghai on Sept. 7th and 8th, if this suits Dr. Qu and the team.

With regards to the MOU and our comments thereon, I believe we can discuss in detail and finalize during our meeting all different issues, including the investment structure concepts alongside financial and operational matters.

Please let me know if this meets your needs and expectations as early as possible, as I will need to take care of visa and travel arrangements.

I wish to thank you for your great efforts and trust. I am looking forward to meeting

Dr. Qu and the team in your amazing country, and to making our next step together.

Best Regards,

Benad Goldwasser

On Aug 5, 2015, at 12:33 PM, wrote:

Dear Prof. Goldwasser,

Thank you very much for your mail! Hope you are having a good summer.

After our internal discussion with Dr. Qu, we would like to invite you to visit us in Shanghai firstly, if it is convenient for you. We suggest that, during your upcoming visit, we will discuss and formulate about the terms of the MOU; meanwhile, as you have mentioned, other topics will also include the mode of our future co-operation and plan. If possible, we would also expect to take the chance of learning more about the Israeli hi-tech companies in life science field.

Attached please find our comments for the draft MOU. We appreciate your feedback and suggestions.

Regarding the schedule, could you please come to Shanghai in the Early of September? After reaching the consensus on MOU then, we will begin to prepare for the following affairs, including the draft of Agreement, the arrangement for Dr. Qu and the team's visit to Israel in October, etc..

We are all looking forward to meeting you again! We sincerely expect for the promotion of our mutual co-operation.

With Best Regards,

Yun Jiang

Shanghai Alliance Investment Ltd.
Add.: No. 19, Gaoyou Road, Xuhui District, Shanghai, 200031
Tel.: +86-021-64746760*317
Mobile: +86-13641609647

: Benad Goldwasser [mailto:benadgold@gmail.com]
: 2015 7 24 17:20
:
: Ehud Barak; cxh@cn-sail.com; 'Xidong Sun'
: Re: letter from Mr. CAI (SAIL), thank you!

Dear Dr. Jiang

It's wonderful to hear from you. I hope that you are doing well.
We are looking forward to beginning to work together. We were glad to hear of the nomination of Dr. Qu to head this project and I am looking forward to making his personal acquaintance.

I would like to leave to your discretion the order of things, whether I should first visit you in Shanghai and Dr. Qu and other members should visit us in Israel at a later date, or vice versa. Whatever you feel will better help to promote our mutual cooperation in the best and most harmonious way, will suit me. As stated by Mr. Cai, during our upcoming meeting we will need to discuss the terms of the MOU, the mode of operation and cooperation between us as well as discuss companies you have seen as well as additional companies we are looking at for you and how they and other companies that we will screen in the future, fit in with the interest of the Chinese healthcare system.

I can travel to Shanghai anytime in September. If you wish me to come to Shanghai before Dr. Qu and his team visit Israel, please let me know when would be the best time for you. If Dr. Qu would like to come earlier than that to Israel, I am available anytime in July-August except between Aug. 14 to Aug, 18.

I am looking forward to your decision as to the best way to move forwards and the timeline for it.

Best Regards,

Benad Goldwasser

On Jul 23, 2015, at 7:31 PM, wrote:

> Dear Mr. Barak and Prof. Goldwasser,
> As the further step to promote our collaboration, we would also like to welcome Prof. Goldwaser to come to Shanghai.
> If you prefer, we believe that we will also have a deep discussion on the terms of MOU, as well as a good opportunity to learn about Israeli hi-technology in Shanghai with Prof. Goldwasser, instead of going to Israel firstly in the near future.
> Either will do for us, as it will be a progress of our potential co-operation (1. Prof. Goldwasser to visit us in Shanghai as you previously suggested; or, 2. Dr. Qu and the team to meet you in Israel).
> Any suggestions from you will be appreciated.
> With Best Regards,
> Yun Jiang
> Shanghai Alliance Investment Ltd.
> Add.: No. 19, Gaoyou Road, Xuhui District, Shanghai, 200031
> Tel.: +86-021-64746760*317

<Comments on MOU from SAIL 20150805.docx>